

### Agenda

- Program Overview
- Benefits and Steps to Participation
- Advanced Topics
- Program's Future
- Questions and Answers

### **Program Vision**

- A <u>value-focused program</u> that is aligned with NASA's current and future strategy and mission
- Enhancing the capabilities of eligible Protégés to perform as prime contractors, subcontractors and suppliers under contracts
- To facilitate the formation of <a href="long-term business">long-term business</a>
  <a href="relationships">relationships</a>
- ➤ A NASA Center-focused Mentor-Protégé Program
- Clear guidance and documented processes and procedures

# **Program Update Highlights**

#### **New NASA MPP**

- > Results-oriented
- > Value-chain focused
- ➤ Appropriate guidance from NASA HQ and Centers
- > Mentors receive credit reported on their ISRs
- ➤ Centers accept agreements 3x's a year
  - January 15, May 15, September 15

# NASA FAR Supplement Update

#### > Expanded Protégé eligibility categories

- Veteran-Owned Small Business (VOSB)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Historically Underutilized Business Zone (HUBZone)
   Concerns
- NASA SBIR Phase II companies

### > Award Fee Pilot Program

For Mentors working with NASA SBIR Phase II companies

### **Eligibility**

#### > Mentors:

- Must have an active and approved subcontracting plan and be eligible for the award of federal contracts
- Mentor applications are submitted directly to NASA OSBP
- Mentor approval is for a six year period

### > Protégés:

- Currently must be either a SDB, WOSB, HBCU or MI
- May not participate in the Program more than twice

### **Potential Benefits**

#### **≻For Mentors**:

- Develop long-term business relationships with small business concerns
- Develop a qualified small business subcontracting base
- Credit applied toward Small Business subcontracting goals

### ≻For Protégés:

- Relevant technical and developmental assistance
- Eligible to receive sole source awards from Mentor

### **≻For All Participants:**

- Teaming opportunities with their partner to win new contracts and/or subcontracts
- Participation in the MP Program as a marketing tool
  - <sup>7</sup>Networking opportunities

### **Steps to Participation**

- 1. Establish initial eligibility
- 2. Identify a partner
- 3. Conduct a needs assessment of the Protégé
- 4. Develop the agreement
- 5. Submit agreement to the cognizant NASA Center
- 6. Agreement approval from NASA HQ
- 7. Agreement start upon contract modification
- 8. Comply with the Program reporting and review requirements





# Advance Topics: Company Self Evaluation Protégé

- What skills does your company need to get to the next level? Strategic Vision
- Are they Business Development Skills or Technical Skills?
- Which Company would be best to provide these skills? How do I choose a mentor?
  - Previous Association
  - Geographic Proximity
  - Mentor's Ability and Attitude
  - Commitment to the Program

# Advance Topics: Mentor Considerations

- What benefits do we get out of the program?
- What Business Development Skills or Technical Skills that we can provide?
- Which Company should we mentor? How do I choose a protégé?
  - Previous Association
  - Geographic Proximity
  - Mentor's Ability and Attitude
  - Commitment to the Program
  - Protégé's Capabilities
  - Stability of the Protégé
  - Protégé's Past Performance
  - Subcontract Expectations
  - Previous Contracts or Subcontracts with Protégé

- Source Evaluation Points
- Award Fee Benefits
- Past Performance Benefits



# Advance Topics: Developmental Assistance

- Engineering and technical assistance
- General business management and other developmental assistance (e.g., certifications)
- Awards of subcontracts under NASA contracts or other contracts, on a non-competitive basis
- Advance payments under such contracts. Mentors must administer advance payments in accordance with FAR Subpart 32.4 (Advance Payments for Non-Commercial Items).
- Loans
- Investment(s) in the Protégé in exchange for an ownership interest in the Protégé, not to exceed ten (10) percent of the total ownership interest. Investments may include but are not limited to cash, stock, contributions in kind, etc.

# Advance Topics: Technical Transfer (70%)

- Quality Management programs: ISO 9000 certification, SEI/CMM certification
- Logistics systems: supply chain management, transportation management
- Sensing and imagery
- Environmental remediation system design
- Hazardous material control
- Metal machining
- Lean Six Sigma
- Fiber optics systems design
- Network systems: design and engineering, implementation
- Information system design
- Tooling design and fabrication
- Product assembly techniques

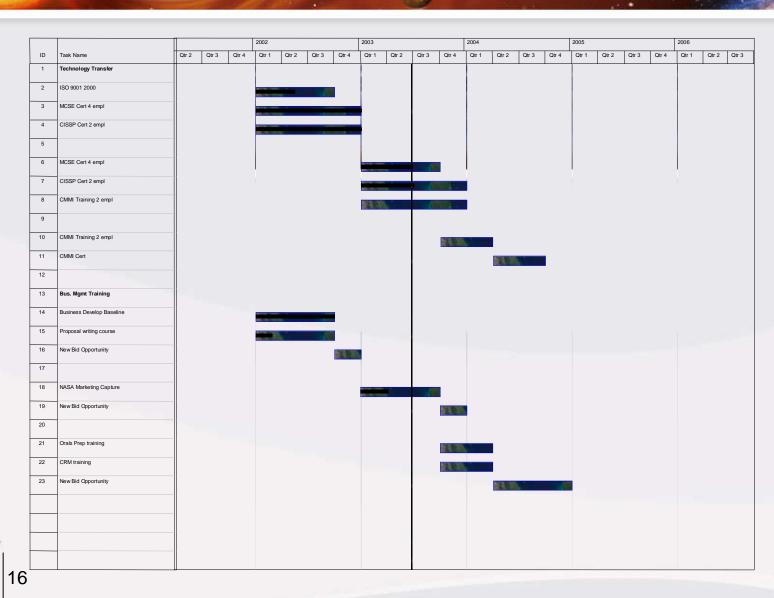
# **Advance Topics: Business Development (30%)**

- Organizational planning management: strategic planning, business planning, legal / risk management, proposal development
- Business development / marketing / sales: market research, product forecasting, web-based marketing, e-commerce
- Human resource management
- Financial management
- Contract management
- Facilities and plant management: security, health and safety, OSHA standards
- Any other assistance designed to develop the capabilities of the Protégé under the developmental program

# Advance Topics: Technical Proposal

- 70/30 Split. Hours and dollar values associated with technical transfer should be approximately 70% of the proposed hours and cost; the remaining 30% of the proposed hours and cost may be related to business development tasks.
- Milestone Chart. The technical proposal shall include a milestone chart (with soft dates) to track the proposed technical assistance to be provided. Metrics shall also be included to measure progress and completion of each of the major developmental tasks.

# Advance Topics: Milestone Chart





#### Advance Topics: Cost Proposal

- Claiming labor / salary is allowable for employees on the Mentor's payroll only. Protégé salaries are not allowed.
- Services to be provided by <a href="HBCU/MIs">HBCU/MIs</a>, <a href="PTACs">PTACs</a>, or <a href="SBDCs">SBDCs</a> for <a href="training are allowable">training are allowable</a>, and should not be included in the incidental costs. <a href="Should not exceed 20 %">Should not exceed 20 %</a> of the total cost.
- Costs may NOT include any type of fee or profit.
- Protégé travel expenses related to training are the only Protégé expenses
- Incidental costs or other direct costs (ODCs) may not exceed 10 percent of the total cost of the proposal for the agreement. Examples include travel, training, equipment, software, etc.
- Purchases of <u>capital equipment (depreciable) are not allowable.</u>
- All Contractor Furnished Equipment (CFE) provided to the Protégé for which the Mentor receives subcontracting credit for, should be <u>abandoned in place</u> at the Protégé facility upon completion of the agreement.

# Advance Topics: Proposal Evaluation

- Merit of the developmental assistance to the Protégé
- Perceived benefit / value of the agreement to NASA
- Percentage of hours associated with technical transfer
- Subcontracting opportunities available to the Protégé
- Utilization of HBCU/MIs, PTACs, and SBDCs
- Proposed cost

#### Advance Topics: Semi-Annual Reports

- Mentors report on the progress made semiannually throughout the term of the Agreement. The report is due 30 days after the end of each six-month period, commencing at the start of the Agreement.
- Protégés are also required to submit their own individually developed semiannual report, on the progress made in employment, revenues and participation in NASA contracts during the prior sixmonth period. The Protégé's report, which is due at the same time as the Mentor's report, may be submitted separately or as part of the Mentor's report.
- The semiannual reports are to be <u>submitted to the cognizant NASA</u>

  <u>Center, the NASA Contracting Officer on the Mentor's contract,</u>

  <u>and NASA OSBP</u>. A template for the semiannual report may be accessed electronically at <u>www.osbp.nasa.gov</u>.
- The required semiannual reports <u>will be reviewed</u> and used to determine whether the milestones outlined in the original Mentor-Protégé Agreement package are being met. It will also be used to assess the effect of the mentoring on the Protégé.

### **Program's Future**

- Proposed legislation to match NASA's Mentor Protégé Program with DoD's
- Multiple Credits on Subcontracting Plan for Costs Associated with the Program
- Reimbursement of Costs Associated with the Program
- > FY2010 Authorization Bills

#### Conclusion

- The NASA Mentor-Protégé Program will be a stronger and more effective tool
- > It will be a NASA Center-focused Program
- ➤ The Program is still under the current NASA FAR Supplement (NFS), and the updated NFS is currently under final review



# QUESTIONS?

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Sombrero Galaxy - 28 million light years from Earth - was voted best picture taken by the Hubble telescope